



## Job Description

Job Title: National Sales Manager  
Department: Sales Dept  
Reports To: VP of Sales  
Date: 11/4/11

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At OluKai, we build premium products for the ocean lifestyle. Our footwear is created using the highest quality materials and crafted into beautiful, functional and incredibly comfortable designs that reflect the spirit of the ocean lifestyle we all enjoy.

We are committed to creating quality products for our customers while leaving the smallest footprint possible on the planet. Our company philosophy is to be environmentally responsible as manufacturers and to pledge OluKai to actively support and work for a clean environment and a better quality of life.

Our customers and staff embody the connection that exists between people and the ocean, it is our Culture. We want to build a team of individuals who embrace this culture, and have a passion for providing premium products and service to our customers.

OluKai is looking for a National Sales Manager who will collaborate with the VP Sales and executive management on big picture business strategies. Primary responsibilities will be to help develop and execute appropriate strategies for rep force management in regards to broad based accounts, sales planning, forecasting and analytical reporting with VP Sales and Sales Operations Manager. This position is located in Irvine, CA and requires 50% travel.

Desired Skills & Experience: College Degree or higher in Business or related field

- Minimum three (3) years successful sales management experience
- Eight (8) years or more direct selling experience
- *Footwear experience desired*

OluKai offers a competitive benefit and compensation package, including: Medical, 401K, PTO, paid holidays, surf Wednesdays, generous product discount, very casual, fun (yet professional) work environment. If interested, please e-mail your resume to [HR@olukai.com](mailto:HR@olukai.com) with the subject line being that of the position you're applying for. Thanks for taking the time to consider a career with OluKai! Qualified candidates will be contacted and provided with all the details of this position along with the actual job description. Thank you and Aloha~